




MEMORANDUM

TO: Mayor and Council Members

THRU: Christopher Shorter, Assistant City Manager

FROM: Kimberly A. McNeeley, CPRP, Director
Austin Parks and Recreation Department 

DATE: January 23, 2020

SUBJECT: 2019 Annual Concession Report

Section 8-1-73 of the City of Austin Code requires an annual report to the Parks and Recreation Board (PARB) and the Environmental Commission (EC) in October of each year that provides the following information regarding concessions in Town Lake Park:

- Name and location;
- An income and expenditure statement;
- Total number of boats rented on Town Lake; and
- A statement describing any environmental or other problem that is caused or created by a concession

Within 30 days of the receipt of the Annual Concession Report from PARD staff, PARB and the EC make recommendations to the City Council regarding the following:

- Creation, continuation, or termination of a concession;
- Status of each existing concession; and
- Issuance of a request for proposals for a concession under this division.

Staff presented the initial report to the EC on November 7, 2019, and the Commission approved it with recommendations. The revised report was presented and adopted at PARB's December 3, 2019, meeting.

The Austin Parks and Recreation Department *Annual Concession Report – FY2019 Joint Report of the Parks and Recreation Board and the Environmental Commission* combines staff reporting with PARB and EC recommendations. Additionally, the report includes requested appendices on the procurement timeline for Zilker Café and reporting on temporary concessions and concession development.

If you have any questions regarding the report or its recommendations, please contact my office at (512) 974-6717.

Cc: Spencer Cronk, City Manager



AUSTIN PARKS AND RECREATION DEPARTMENT ANNUAL CONCESSION REPORT FY 2019



JOINT REPORT OF PARKS AND RECREATION BOARD
AND THE ENVIRONMENTAL COMMISSION



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Executive Summary

The mission of the Parks and Recreation Department (PARD) is to inspire Austin to learn, play, protect and connect by creating diverse programs and experiences in sustainable natural spaces and public places.

In carrying out its mission, PARD has established nine permanent concessions in Town Lake Park that provide recreation services. These services include rentals of canoes, kayaks, and stand-up paddleboards (SUPs); rowing instruction and memberships; food and beverage sales; short-course golf; excursion boats; and a mini train. Additionally, Waller Creek Boathouse offers space rentals. These concessions were established pursuant to City of Austin Code Section 8-1-71, which authorizes the director of the Parks and Recreation Department to allow a person to operate a food or beverage, rental, or service concession in Town Lake Park.

Section 8-1-73 requires PARD to present an annual report on the status of concessions operating in Town Lake Park to the Parks and Recreation Board (PARB) and the Environmental Commission in October of each year. At a minimum, the report must include the following information:

- The name and location of each concession;
- An income and expenditure statement for each concession;
- The total number of boats rented on Lady Bird Lake; and
- A statement describing any environmental or other problem caused or created by a concession.

Within 30 days of receiving the Annual Concession Report, PARB and the Environmental Commission make recommendations to the City Council regarding the following:

- The creation, continuation, or termination of a concession;
- The status of each existing concession; and
- Issuance of a request for proposals for a concession under this division.

Staff provided the required report on the fiscal year ending September 30, 2019, to the Environmental Commission and the Parks and Recreation Board on November 20 and December 3, respectively. The presentation to these committees is attached as Appendix 1.

The following information is a compilation of the report elements and recommendations, along with responses to the requests for the inclusion of additional information.

Current Concessions

Currently there are nine concessions in Town Lake Park. The map on the following page shows the locations of each.

- Six provide water-based recreation services, including one or more of the following: rentals of canoe, kayak, stand-up paddle boards (SUPs), rowing lessons and memberships, and lake excursion tours.
 - Texas Rowing Center
 - Zilker Park Boat Rentals
 - Lone Star Riverboats
 - Austin Rowing Club
 - EpicSUP
 - Rowing Dock
- Three provide food and beverages, short-course golf, and a mini train, respectively:
 - Zilker Café
 - Butler Pitch and Putt
 - Zilker Zephyr
- Additionally, Austin Rowing Club offers food and beverages and event space rental in addition to recreation services at Waller Creek Boathouse.



Legend

- Town Lake Concessions
- City of Austin Parks

This product is for informational purposes and may not have been prepared for or be suitable for legal, engineering, or surveying purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries. This product has been produced by the Parks and Recreation Department for the sole purpose of geographic reference. No warranty is made by the City of Austin regarding specific accuracy or completeness.

0 500 1,000
Feet



City of Austin Parks: Town Lake Concessions Contracts

29 October 2018 hardya

Contract Terms

All the Town Lake Park concessions are currently under contract, except for Zilker Zephyr. Table 1 shows the terms of all the contracts.

Table 1: Contract Terms

Concession	Contract Begin	Contract End				2000					2005					2010					2015				2020					2025				2030				2035		
Zilker Zephyr Railroad	1996	2020	10					5					5					2	1																					
Lone Star Riverboat	2015	2020											5					5																						
Texas Rowing Center	2000	2020				5			5			5			5																									
Zilker Park Boat Rentals	2006	2021						5			5			5																										
Rowing Dock	2000	2022				2	5			5			10																											
Waller Creek Boathouse	2012	2023								5			2	4																										
EpicSUP	2013	2023									5			5																										
Butler Pitch & Putt (Kinser)	2004	2019					5			5			5																											
Butler Pitch & Putt (Pecan Grove)	2019	2029											10				5				5																			
Zilker Café	2019	2029											10				5				5																			
Interim Period																																								
Basic Term																																								
Option Executed																																								
Option Remaining																																								
Special Extension																																								

Changes were made to the contracts for the following concessions in FY 2019:

- Zilker Zephyr
- Zilker Café
- Butler Pitch and Putt
- Waller Creek Boathouse

Solicitations and New Contracts

In FY 2019, staff conducted competitive solicitations for proposals for the operation of Zilker Café and Butler Pitch and Putt.

Butler Pitch & Putt

The contract with Lee Kinser for the operation of the Butler Pitch & Putt golf course expired in August 2019. The Kinser family had operated the golf course since its inception in 1940. The most recent contract with this vendor started in August 2004 and included two five-year extension options. A competitive solicitation was conducted in spring 2019, and in June 2019, Council awarded the concession to Pecan Grove Golf Partners, who took over concession operations on August 13, 2019.

As part of its newly established contract, Pecan Grove Golf Partners will invest a minimum of \$800,000 in capital improvements over the contract term. At the beginning of the contract term, the concession's monthly payment is \$2700 (an increase of \$75/month over the previous vendor) with an annual lump sum payment of 18% of annual gross revenue minus the sum of monthly payments (the same as the previous vendor). Once renovations have been completed, the monthly fee will increase to \$10,417 and the lump sum payment will change to 6% of revenues exceeding \$694,444. Golf fees will remain the same until the planned capital improvements are completed, at which time fees will increase on a schedule to be approved by PARD.

Zilker Café

The Zilker Café has been closed since early 2016, when the contract with the previous vendor expired. Over the past year, the building was gutted, save for the slab and masonry façade, and the electrical, mechanical, and plumbing

systems were improved to include new service connections and meet current code requirements. Currently, the Zilker Café is undergoing extensive renovations to address the structure's severely deteriorated condition, meet code requirements, and provide ADA accessibility. The new roof and restored façade designs have received approval from the City of Austin Historic Landmark Commission. This construction will continue into 2020. The timeline for building renovations, along with the solicitation schedule, is attached as Appendix 2.

In September 2018, the City initiated a solicitation process to hire a new vendor to operate the café and signed a contract with the successful proposer, Springfed LLC JV, in October 2019. The contract term will begin in mid-2020 after internal renovations are complete and the vendor takes possession of the facility.

Contract Extensions

Zilker Zephyr

On September 30, 2018, Texas Special Company began the second and final one-year extension on their agreement. The latest extension included an amendment with new ticket prices and a requirement for the vendor to raise its minimum wage to match the City's \$15/hour living wage requirement. In May 2019, a storm caused severe erosion beneath the Zilker Zephyr track at the turnaround, which runs along a bluff just above the hike and bike trail. PARD ordered an immediate suspension of operations to protect public health and safety. The concession has been closed since May 2019, and during that time PARD has been under negotiation with the vendor regarding the execution of a professional services contract that would allow for the repair of the track and management and operations of the train. However, the current vendor did not accept the terms and conditions of the proposed

professional services contract. As a result of that decision, PARD will issue a Request for Proposals (RFP) for a concessionaire to repair, manage, and operate a mini-train concession in Zilker Park.

Waller Creek Boathouse

The second and final extension option to the contract with Austin Rowing Club for the operation and maintenance of the Waller Creek Boathouse expired in February 2019. Pursuant to Resolution No. 20180628-070, Council directed the City Manager to extend the agreement with Austin Rowing Club for an appropriate period of time. In April 2019, the City signed an amendment granting Austin Rowing Club a four-year contract extension expiring in February 2023. The contract amendment also changed the terms of the Austin Rowing Club's revenue sharing formula, starting March 1, 2019. The previous formula used to determine the concession's payments to the City was the following: 3% of first \$300,000 of annual commercial gross revenue; 10.5% of next \$900,000 of annual commercial gross revenue; and 15% of remainder of annual commercial gross revenue. After March 1, 2019, the revenue share formula is 1% of annual net revenue less than and up to \$80,000 and 8% of annual net revenue greater than \$80,000. Additionally, the new contract requires a monthly payment of \$1000. The amendment also clarified the responsibilities of both the City and the Austin Rowing Club vis a vis repairs to the boathouse dock and upper deck.

Contracts Expiring in FY 2020

Two concessions have contracts that expire in FY 2020: Texas Rowing Center (May 2020) and Lone Star Riverboat (July 2020). Texas Rowing Center has no remaining contract extension options, and a competitive solicitation will be

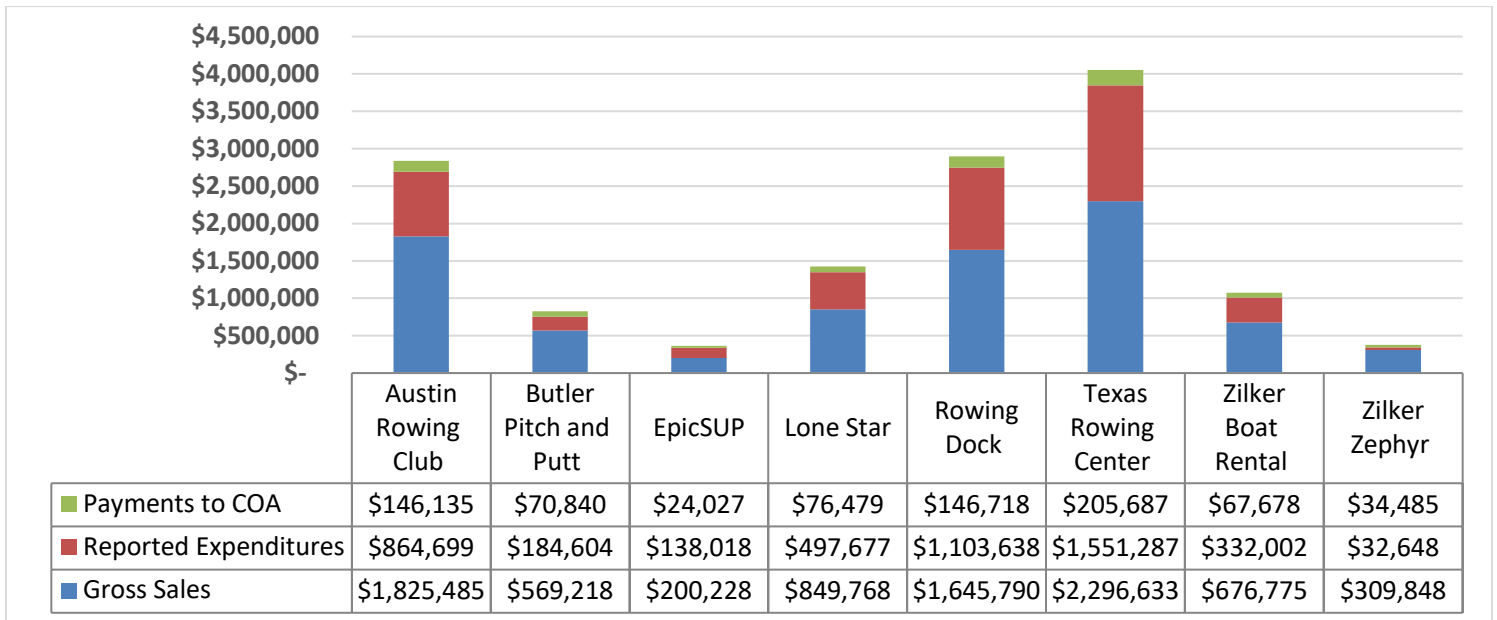
released in January or February 2020. Lone Star Riverboat has one five-year extension option remaining on the contract.

The other concession contracts will be available for solicitation near the end of the last term of each respective contract. The contract terms for all current concessions are summaries in Table 1.

Concession Revenue, Payments, and Expenditures

As shown in Table 2: Gross Sales, Payments, and Expenditures FY 2019, gross sales generated by the Town Lake Park concessions totaled \$8,373,744 in FY 2019. Total gross sales for the previous three years were: \$8,812,340 (FY 2018), \$7,945,477 (FY 2017), and \$6,372,596 (FY 2016). Gross sales for FY 2019 were approximately \$439,000 less than for the previous year, which was the highest grossing year to date.

Table 2: Gross Sales, Payments, and Expenditures FY2019



Gross Revenue

- Texas Rowing Center continues to have the highest annual gross sales of the Town Lake Park concessions.
- EpicSUP typically has the lowest annual gross sales. EpicSUP is a subcontractor of Hostelling International and operates on a limited schedule during the winter months.

Lower gross revenues this fiscal year may be attributed to the following events:

- EpicSUP experienced a sales decrease from June 2018 through early 2019 due to construction of the South Lakeshore Boulevard storm drain, located on parkland adjacent to the location of the concession, which impeded access to the concession.
- The Zilker Zephyr track suffered extreme damage in May 2019, leading to suspension of operations for four and a half months of the fiscal year.
- Several of the boating concessions reported decreased sales in FY 2019 due to extreme flooding. The October 2018 and May 2019 floods caused weeks-long lake closures as well as extensive damage to some concession facilities.
- Lady Bird Lake experienced a harmful and unprecedented algal bloom between July and November 2019. The condition was discovered by City health officials when five dogs died after swimming in the lake. Although the bloom appeared to be harmful only to dogs, not people, the City studied the cause of the outbreak and posted media warnings and signage about water quality. This event caused many customers to avoid boating activities. The algal bloom occurred during the hottest, and typically the busiest, time of the year for boating concessions, resulting in lower revenues for that period of time.

Overall, each vendor experienced a decrease in FY 2019 over FY 2018. The one exception was Austin Rowing Club, which experienced an increase of \$282,436 in FY 2019 over FY 2018.

Expenditures

Table 2 also tabulates the reported expenditures for each Town Lake Park concession. In FY2019, Texas Rowing Center reported the highest revenue expenditures. Zilker Zephyr had the lowest expenditures, followed by EpicSUP and Butler Pitch & Putt.

Capital Improvements

The concessionaires on Lady Bird Lake reported the following capital improvements in FY2019:

- Austin Rowing Club: \$4,700 for improvements to Alta's Cafe
- EpicSUP: \$7,500 for dock safety lighting, signage, solar power management system, and mobile dock
- Rowing Dock: \$108,496 for dock improvements, including replacing wood and steel substructure and top decking
- Texas Rowing Center: \$344,763 for multi-year improvement project including a dock expansion and floating boathouse
- Zilker Park Boat Rentals: \$985 for new kayak racks

Public Benefit

The concessionaires on Lady Bird Lake reported the following charitable contributions in FY2019:

- Austin Rowing Club: 2000+ volunteer hours, \$361,000 in-kind activities, Lady Bird Lake cleanup
- Lone Star Riverboat: 1000 passes for charities, discounts for Education in Action and Bill Oliver Kids
- Rowing Dock: \$226,651 in fundraising and free equipment use

- Texas Rowing Center: \$103,500 in rowing scholarships, adaptive programs, and charitable events
- Zilker Park Boat Rentals: \$13,158 in free rides for youth camps

Payments

Each concession contract within Town Lake Park uses a unique formula to calculate the required payments to the City. The Zilker Zephyr, Zilker Park Boat Rentals, and EpicSUP remit a flat percentage of gross revenue on a monthly basis, and the other concessions pay a monthly flat fee in addition to an annual lump sum payment based on total gross revenue generated in the previous year. Table 3 provides the formulas used for each concession in determining its payment to the City.

Table 3: Compensation Formulas

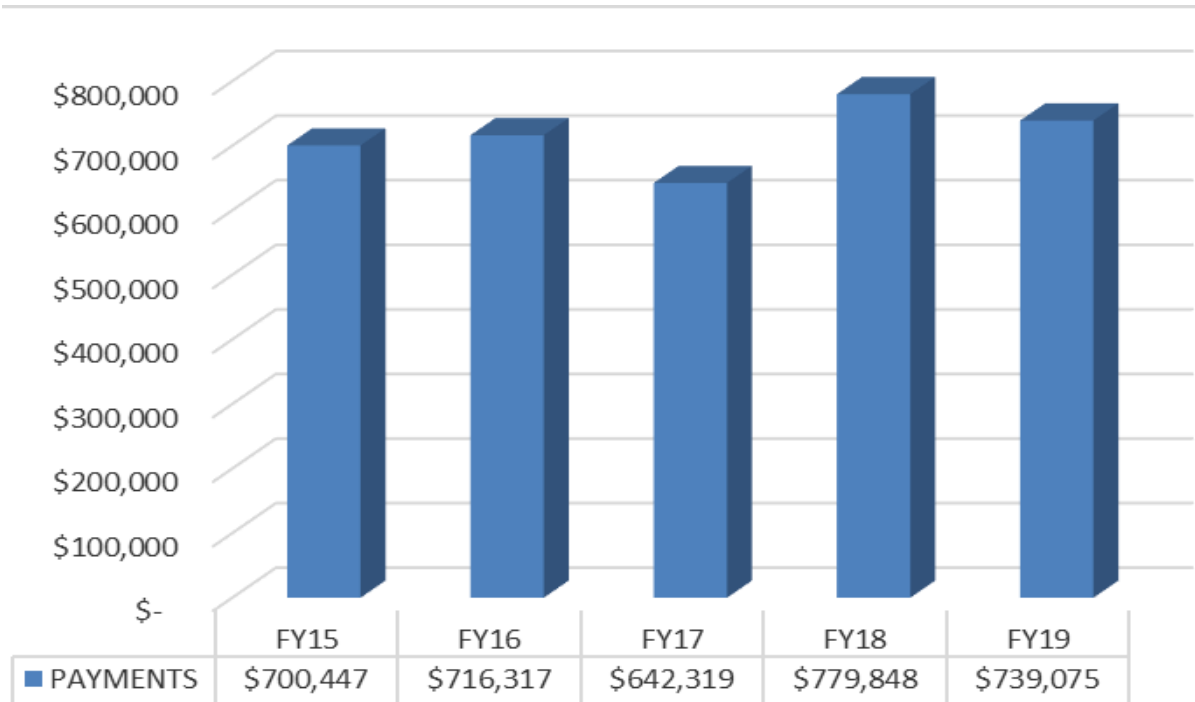
Concession	Monthly Payment to the City	Annual Revenue Share Paid to the City
Austin Rowing Club	\$1,000	Up to February 28, 2019: 3% of first \$300,000 of annual commercial gross revenue; 10.5% of next \$900,000 of annual commercial gross revenue; 15% of remainder of annual commercial gross revenue. After March 1, 2019: 1% of annual net revenue less than and up to \$80,000 plus 8% annual net revenue greater than \$80,000
Butler Pitch & Putt	\$2,700	18% of annual gross revenue minus the sum of the monthly payments (\$31,500)
EpicSUP	12% of monthly gross revenue	12% of gross revenue
Lone Star Riverboat	\$1,500	9% of annual gross revenue greater than \$200,000
Rowing Dock	\$667	1% of annual net revenue (gross sales minus sales tax) and 8% of net revenue greater than \$80,000
Texas Rowing Center	\$1,000	1% of annual net revenue and 8% of net revenue greater than \$80,000 minus \$4000
Zilker Zephyr	11% of monthly gross revenue	11% of gross revenue
Zilker Café*	N/A	N/A
Zilker Park Boat Rentals	\$0	Minimum of \$18,000 per year and 10% of annual gross revenue greater than \$180,000

In FY 2019, the City received \$739,075 in payments from the permanent concessions in Town Lake Park. This is a 5% decrease in revenue payments to the City over the previous year but is still the second highest revenues on record after FY 2018. Texas Rowing Center historically has the highest gross revenues of the Town Lake Park concessions, and this pattern held for FY 2019 as well. Likewise, Texas Rowing Center contributed the highest revenue payment to the City for this time period, at \$185,238.

Revenue Payments Since 2015

Table 4 shows revenue payments over the last five years.

Table 4: Total Revenue Payments FY2015 to FY2019



Watercraft Inventory

Table 5: Watercraft Inventory tabulates the number and type of boats owned by the six water recreation concessions. The total FY 2019 inventory of boats numbered 1597, the lowest number of boats reported as available for rental since 2015. However, the variance in the number of watercraft can be attributed to the counting methodology used by concessionaires. In FY 2017, for example, Austin Rowing Club mistakenly double counted a number of vessels. Similarly, in FY 2018, the same concession included in their inventory all rowing shells in the boathouse, including privately owned boats, rather than only the boats owned by the concession. PARD is working to establish consistent inventory reporting to eliminate these errors in the future.

Table 5: Watercraft Inventory

TYPE OF BOAT	Austin Rowing Club	EpicSUP	Rowing Dock	Texas Rowing Center	Zilker Park Boat Rentals
Kayaks	149	35	129	149	80
Stand-up Paddle Boards (SUP)	77	95	110	398	50
Canoes	0	0	23	17	60
Rowing Shells	57	0	0	147	0
Coaching Boats/Launches	10	0	1	10	0
Total	293	130	263	721	190

Fiscal Year	2015	2016	2017	2018	2019
Boat Inventory	1254	1456	1794	1694	1597

Environmental Issues and Actions

In response to staff's presentation of the Annual Concession Report at the Environmental Commission meeting on November 20, 2019, the Environmental Commission voted (8-0) to recommend continuation of the concessions contracts on Town Lake Park with motion 20191120 007b, which included the following conditions:

Environmental Commission Conditions:

1. Consistent with the Environmental Commission's 2018 recommendations: in the 2020 Annual Report, PARD staff will verify that three years of records for marine waste disposal have been maintained for any entity that pumps waste on Lady Bird Lake, and that these monthly records are included in the public record going forward.
2. PARD staff should review the number of public and private boats that are typically on Lady Bird Lake, and if there is a capacity issue, that should be considered; including consultation with the City of Austin rescue teams.
3. PARD should continue working on consistent terms and conditions in the various contracts to the extent practicable.
4. Include the waste pump-out data in the 2020 Annual Report
5. Consider the physical, social, environmental capacity of Town Lake Park when anticipating upcoming solicitations
6. Provide an update on any new concessions, including the Seaholm Power Plant.

These recommendations and conditions are consistent with those of the previous year. Accordingly, PARD continues to adhere to the following guidelines for concessions.

Marine Waste Disposal

- All boats and pump-out facilities must comply with the State of Texas Clean Water Certification Program requirements and other state requirements for boat design, installation, operation, waste documentation, etc.
- Austin Water's Lake Water Protection program requires permits for each excursion boat with onboard toilet facilities (marine sanitation devices) and each boat pump-out facility.
- Austin Water conducts inspections at least annually on boats and pump-out facilities.
- PARD monitors Lone Star Riverboat's monthly pump-outs by requiring copies of manifests.

Currently, only three excursion boats with marine sanitation devices have been permitted for use on Lady Bird Lake:

- Lone Star, operated by Lone Star Riverboat
- MV Nighthawk, operated by Capital Cruises
- MV Pride and Joy, operated by Capital Cruises

The Capital Cruise boats are launched from a private dock and thus are not under PARD's purview.

More information about the Austin Water Lake Protection Program is provided in Appendix 3.

Lake Safety

- In consultation with Austin Police Department and Austin Fire Department rescue teams, PARD will continue to review the number of public and private boats typically on the lake and consider any capacity issues that may arise.
- PARD will continue to consider the physical, social, and environmental capacity of the lake when anticipating upcoming solicitations.

Table 6: PARD Boating Concessions Peak Usage Numbers tabulates the numbers of boat rentals during weeks of peak usage, as reported by the concessions. The numbers represent the total rentals by each concession during an eight-day period including spring break (mid-March), Memorial Day, Fourth of July, and Labor Day. PARD staff began compiling peak usage time numbers in FY 2018, in response to the Environmental Commission's questions regarding lake capacity and safety. Compared to the previous year, boat rentals were up by nearly 4000 rentals for the 2019 Fourth of July period, but down by approximately 2000 rentals for spring break and Memorial Day, and approximately 3000 rentals for Labor Day. (As previously mentioned, boat rental activity was down in September due to the algae breakout.)

Table 6: PARD Boating Concessions Peak Usage Numbers

Holiday Week Rentals	Austin Rowing Club	EpicSUP	Rowing Dock	Texas Rowing Center	Zilker Park Boat Rentals	Totals
Spring Break	1813	189	2321	2491	1418	8233
Memorial Day	2656	601	4277	5783	2151	15257
Fourth of July	3635	1111	6597	8874	3597	23814
Labor Day	1296	474	2733	2929	1687	9119

Other Concession Considerations

- PARD staff will continue to work on consistent terms and conditions in concession contracts to the extent practicable.
- PARD will continue to provide updates on any new concessions, including any at the Seaholm Power Plant.

Contracts and Concessions Committee Recommendations

In FY 2018, the Contracts and Concessions Committee of the Parks and Recreation Board recommended that PARD staff address the following in the FY 2019 report:

- Provide a comprehensive contract and concessions report that includes a plan to increase concessions at park facilities.
- Report expenditures and revenue on all park concessions outside of the Town Lake Park.

Strategic Plan to Increase Park Concessions

In response to the recommendations to provide more information on PARD's efforts to increase park concessions, PARD staff provided the following summary of the strategic plan regarding development of new concession throughout the park system.

- Integrate concession planning into Master Plan process for individual parks.
- Implement Long-Range Plan recommendations for establishing concessions.
- Refer to previous data referencing community needs and wants for diverse system-wide concessions.
- Evaluate concession ideas based on business needs and viability.
- Collaborate with PARB working group to engage with communities and explore innovative concessions.
- Collaboratively develop criteria for concessions.

- Develop, release and oversee concession solicitations.
- Standardize concession contract language.

The Table 7: Master Planning and Concession Development summarizes the current status of concession development in individual parks in relation to the master planning process in those parks.

Table 7: Master Planning and Concession Development

PARK	MASTER PLANNING PROCESS	CONCESSION POTENTIAL
Givens District Park	Completed Jan 2019	Four spaces for food trucks
Walter E. Long Metro Park	Council action pending	Boating and paddling Food and beverage
John Treviño Metro Park	Completion spring 2020	Boating and paddling Food and beverage
Holly Festival Beach	Phase 1A— community outreach	TBD through community outreach
Seaholm Intake Building	Phase 1 design	Café possible in Phase 2 (currently unfunded)
Zilker Botanical Garden	In progress	ZBG Conservancy desires opportunities

More information is provided for reference in Appendix 4. The goal of this report is to foster change to the process and ensure park amenities keep pace with the demand on the park system. It is in the interest of PARD to strike a balance between commercial and recreational uses in the park system.

Temporary Concessions Outside of Town Lake Park

In addition to the permanent concessions discussed above, PARD's Special Events Office issues six-month and one-day permits for temporary concessions. PARD issues concession permits for food trucks and boating and cycling equipment rentals and commercial use permits for fitness trainers, performing artists, and group tour operators. Permit fees are based on term and type of park: metro parks are \$1500 per six-month term and all other parks are \$500. PARD also collects fees from four vendors that operate concessions at the City's golf courses. PARD collected fees from excursion tour operators that used the Walsh Boat Landing until its closure for renovations in September 2019. The total revenue collected in FY 2019 from temporary concession and commercial use permits was \$55,549.

Included in this total is \$7000 in revenue from a pilot program to test operations for tour operators that use human-powered bicycles or electric vehicles (scooters or e-bikes) with an ability to disable the electric assist. PARD granted six-month permits to four different operators. The goal of the pilot program was to identify tour concessions that could potentially expand to permanent concessions awarded through a competitive process.

Details regarding the temporary concessions in Town Lake Park, including types of permits, park areas affected, and names of vendors, is included in Appendix 5.

Appendix 1: Annual Concession Report Presentation FY 2019

Austin Parks and Recreation Department Annual Concession Report 2019



Presented by

Vanorda Richardson, Financial Services Division Manager

City of Austin Parks and Recreation Board Meeting, December 3, 2019

Austin City Code

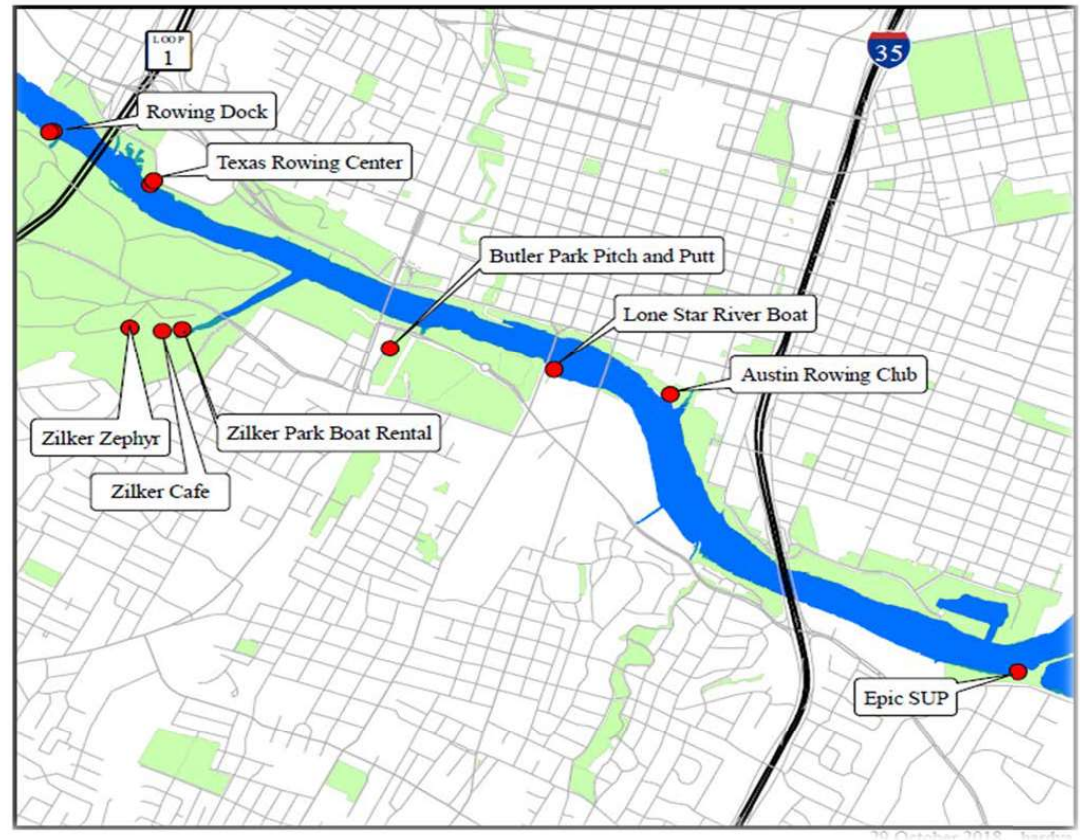
Austin City Code § 8-1-73 requires delivery of an annual report to the Parks and Recreation Board and the Environmental Commission providing the following information regarding concessions on Lady Bird Lake Park:

- Name and Location
- Income and Expenditures
- Total Number of Boats Rented
- Environmental Concerns

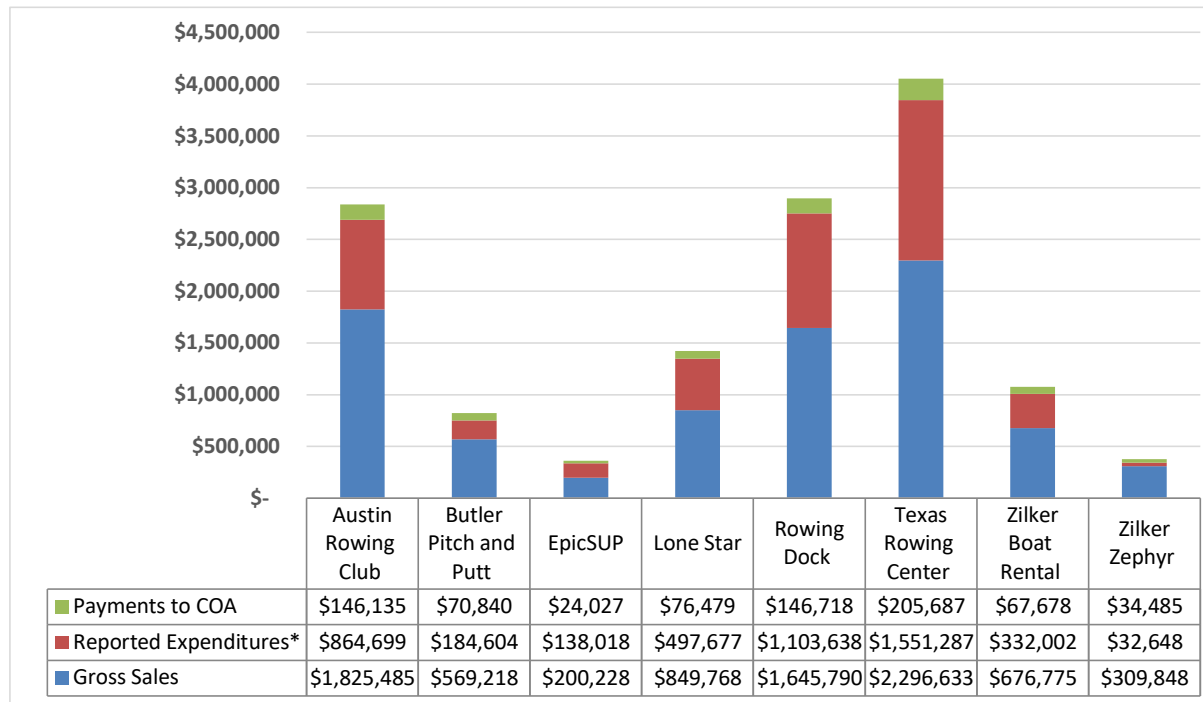


Names and Locations

- Rowing Dock
- Texas Rowing Center
- Zilker Zephyr Railroad
- Zilker Café
- Zilker Park Boat Rentals
- Butler Pitch & Putt
- Lone Star Riverboat Cruises
- Waller Creek Boathouse/Austin Rowing Club
- EpicSUP



FY19 Income and Expenditures



FY19 Challenges

- ☐ October and May flooding
- ☐ Zilker Zephyr closure
- ☐ Algae blooms

*Business Expenses, IRS Publication 535



Capital Improvements

TEXAS ROWING CENTER – \$344,763

Boathouse / Dock Construction

ROWING DOCK – \$108,496

Dock improvements – replacing wood and steel substructure, top decking

AUSTIN ROWING CLUB – \$4,700

Alta's Cafe improvements

ZILKER PARK BOAT RENTALS – \$985

Kayak racks

EPICSUP – \$7,500

Dock safety lighting, signage, solar power management system, mobile dock

Peak Use Rentals and Boat Inventory


Holiday Week Rentals	Texas Rowing Center	Austin Rowing Club	Rowing Dock	EpicSUP	Zilker Park Boat Rentals	Totals
Spring Break	2491	1813	2321	189	1418	8233
Memorial Day	5783	2656	4277	601	2151	15257
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Type of Boat	Texas Rowing Center	Austin Rowing Club	Rowing Dock	EpicSUP	Zilker Park Boat Rentals
Kayaks	149	149	129	35	80
Stand-up Paddle Boards (SUP)	398	77	110	95	50
Canoes	17	0	23	0	60
Rowing Shells	147	57	0	0	0
Coaching Boats/Launches	10	10	1	0	0
Total	721	293	263	130	190

Fiscal Year	2015	2016	2017	2018	2019
Boat Inventory	1254	1456	1794	1694	1597

Contract Terms

Contract	Begin	End				2000				2005				2010				2015				2020				2025				2030				2035		
Rowing Dock	2000	2022				2			5				5					10																		
Texas Rowing Center	2000	2020				5				5				5				5																		
Zilker Café	TBD	TBD																				10					5						5			
Zilker Zephyr Railroad	1996	TBD				10							5		5		2	1			5															
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Butler Pitch & Putt (Kinser)	2004	2019								5				5				5																		
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Pending Approval																																				

Contracts and Concession Committee FY 2018 Recommendations



- Provide a comprehensive contract and concessions report that includes a plan to increase concessions at park facilities.
- Report expenditures and revenue on all park concessions outside of Lady Bird (Town) Lake.



Strategic Plan to Increase Park Concessions

- Integrate concession planning into Master Plan process for individual parks.
- Implement Long Range Plan recommendations for establishing concessions.
- Refer to previous data referencing community needs and wants for diverse system-wide concessions.
- Evaluate concession ideas based on business needs and viability.
- Collaborate with PARB working group to engage with communities and explore innovative concessions.
- Collaboratively develop criteria for concessions.
- Develop, release and oversee concession solicitations.
- Standardize concession contract language.

Strategic Plan to Increase Park Concessions



PARK	MASTER PLANNING PROCESS	CONCESSION POTENTIAL
Givens District Park	Completed Jan 2019	Four spaces for food trucks
Walter E. Long Metro Park	Council action pending	Boating and paddling Food and beverage
John Treviño Metro Park	Completion spring 2020	Boating and paddling Food and beverage
Holly Festival Beach	Phase 1A—community outreach	TBD through community outreach
Seaholm Intake Building	Phase 1 design	Café possible in Phase 2 (currently unfunded)
Zilker Botanical Garden	In progress	ZBG Conservancy desires opportunities
Zilker Metro Park	Just beginning	TBD through community outreach

Concessions Outside of Lady Bird Lake

PERMIT TYPE	TERM	PERMITS ISSUED	COST/PERMIT	REVENUE
Commercial Use – Food or Other Specific Park Use	Six month Single day	97	\$500-\$1500 \$50	\$24,900
Commercial Use -- Fitness Trainers (29,686 attendees total)	Six month	14	\$50/trainer + 0.45/attendee	\$17,008
Commercial Use -- Group Tour Pilot Program Tour Operators (2361 attendees total)	Six month	5	\$1500	\$7000
Walsh Boat Landing Launch Permit and Concession (suspended due to construction)	Six month	2	\$480/month	\$5780
Commercial Use -- Performing Artists	Single day	86	\$10	\$860
Golf	NA	4	NA	\$135,528
TOTAL REVENUE				\$191,076



Environmental Commission Recommendations

The 2019 Annual Concession Report was presented to the COA Environmental Commission at the November 20, 2019 meeting.

Marine Waste Disposal

- Verify that three years of records have been maintained for entities that pump waste on Lady Bird Lake; include these monthly records in the public record.
- Include waste pump-out data in both the public record and the Annual Report.

Lake Safety

- In consultation with City of Austin rescue teams, review the number of public and private boats typically on lake and if there are capacity issues, that should be considered.
- Consider physical, social, and environmental capacity issues when anticipating upcoming solicitations.

Other Concession Considerations

- Continue working on consistent terms and conditions in concessions contracts to the extent practicable.
- Provide an update on any new concessions, including the Seaholm Power Plant.

Marine Waste Disposal

State Law Texas Commission on Environmental Quality (TCEQ)

- ✓ Requires permits for boats with an on-board toilet.
- ✓ Permits must be renewed every two years.

City Code Lake Water Protection Program (Austin Water)

- ✓ Staff may inspect any boat or boat pump-out facility at any time to determine compliance with state law.
- ✓ Program staff inspects Lady Bird Lake excursion boats annually during permit application process.

PARD

- ✓ Contract requires Lone Star Riverboat Cruises to include manifests of pump-out activity in monthly reporting.

Lake Safety – Boat Count and Capacity Issues

Parks and Recreation Department

- Austin Fire Department (AFD) Special Operations (emergency lake response) does not maintain capacity estimates for Lady Bird Lake.
- AFD stages more crews during peak use periods to increase AFD visibility and reduce emergency response times.
- PARD monitors boating activity during peak seasons through concessionaire reports.

Other Concession Considerations

New Solicitations	Consistent Terms & Conditions for Contracts
<ul style="list-style-type: none"> ✓ PARD considers the physical, social, and environmental capacity of the lake by including environmental requirements in concessionaire Requests for Proposals. 	<ul style="list-style-type: none"> ✓ In collaboration with Corporate Purchasing, we will use a standard contract template for all concession contracts. Contract components include: <ul style="list-style-type: none"> ✓ Standard contract ✓ Solicitation ✓ Vendor proposal ✓ Standard purchase terms and conditions ✓ Supplemental purchase provisions

Summary

Revenue Payments

Net decrease of \$7,800 from FY18

Total Vendor Investments

\$466,444



Reported Public Benefit

- Austin Rowing Club – 2000+ volunteer hours, \$361,000 in-kind activities, Lady Bird Lake Cleanup
- Lone Star Riverboat – 1000 passes for charities, discounts for Education in Action and Bill Oliver Kids
- Rowing Dock – \$226,651 in fundraising and free equipment use
- Texas Rowing Center – \$103,500 in rowing scholarships, adaptive programs and other charitable events
- Zilker Park Boat Rentals – \$13,158 in free rides for youth camps

A photograph of three people rowing on a body of water. In the foreground, a woman with blonde hair, wearing a floral bikini top, is smiling and holding a rowing oar. Behind her, a man in a red cap and sunglasses is also rowing. To the left, another person is partially visible. The background shows a dock area with a blue sign that reads 'ROWING DOCK' and 'ATX'. The image has a teal overlay on the top half where the title is located.

Staff Recommendations

Per Austin City Code, § 8-1-73

Not later than the 30th day after receipt of a report by the director of the Parks Department, the board and the Environmental Commission shall make a recommendation to Council regarding:

- Creation, continuation or termination of a concession
- The status of each existing concession
- The issuance of request for proposal for a concession under this division

Appendix 2: Zilker Café Rehabilitation and RFP Timeline

Appendix 2

Zilker Café Rehabilitation and RFP Timeline

REQUEST FOR PROPOSALS (RFP)

September 2018	Pre-solicitation meeting
April 2019	RFP posting begins
May 2019	Pre-proposal conference
June 6, 2019	RFP posting closed; proposals due
July 2019	Evaluation team meeting
July 2019	Demo and interviews with top two vendors
July 2019	Selected vendor provided to Corporate Purchasing
September 2019	Selected vendor presentation to Contract & Concessions Committee and Parks and Recreation Board
October 2019	Recommendation for City Council to award negotiate and execute new contract with Springfed LLC JV
Summer 2020	Contract begins when vendor takes occupancy of the building

BUILDING REHABILITATION

March 2018	Notice to Proceed provided to design consultant
September 2018	Design development (60%) package issued
November 2018	Construction document (90%) package issued
January 2019	100% construction documents package issued for internal PARD review
February 2019	Construction documents submitted for Building Permit
March-October 2019	Contract negotiations and acceptance
December 2019	Council approval of JOC contract with Jamail & Smith Construction LP; Capital Contracting Office finalizes contract documents
January 2020	Construction begins
Summer 2020	Construction estimated to be substantially complete

Appendix 3: Austin Lake Water Protection Plan and Marine Waste Information FY 2019

Austin Lake Water Protection Plan and Marine Waste information FY 2019

Austin Water Lake Water Protection Program

Contact: Chuck Deatherage, Supervisor, Water Protection Program, 512.972.1076,
Charles.Deatherage@austintexas.gov

CITY REQUIREMENTS

Austin Water requires excursion boats to comply with all state and federal laws. Currently, only three excursion boats with marine sanitation devices have been permitted for use on Lady Bird Lake:

- Lone Star, Lone Star Riverboat (PARD Town Lake concession)
- MV Nighthawk, Capital Cruises
- MV Pride and Joy, Capital Cruises

[City ordinance](#) (Chapter 6-5, Article 3, Division 2) governs watercraft with marine sanitation devices.

Austin Water's **Lake Water Protection Program** oversees compliance by requiring each excursion boat with an on-board toilet (marine sanitation device) and each boat pump-out facility used for removing sewage from any boat or watercraft to obtain annual permits. In each case, the owner or operator must apply for a permit and follow permit display requirements.

- [Excursion Boat with Marine Sanitation Device Permit Application](#)
- [Boat Pump-Out Facility Permit Application](#)

The ordinance authorizes the director of Austin Water to "inspect any boat, shore facility or boat pump-out facility at any reasonable time to determine compliance" with city code. Per this ordinance, Austin Water inspects each boat annually and checks for compliance with pump-out regulations. Failure to comply with any part of these rules may result in enforcement action, including fines of up to \$2,000 per violation per day.

Annual permit applications include the date of the most recent inspection, whether the applicant passed the inspection, and information about the waste removal method and provider.

STATE REQUIREMENTS

All boats and boat pump-out facilities must additionally comply with [State of Texas Clean Water Certification Program](#) requirements, whether or not the requirement to obtain a permit applies. In addition, owners and operators of all boats, marinas and shore facilities must meet other requirements related to boat sewage and sanitation facilities, including those addressing design, installation, operation, discharge prohibitions, record-keeping and waste documentation.

ILLEGIBLE OR INCOMPLETE APPLICATIONS WILL NOT BE ACCEPTED.

This form is required in accordance with Austin City Code, Chapter 6-5, Article 3 (Watercraft, Marinas, and Shore Facilities). It must be completed by the owner or operator of any watercraft operated for compensation within the City's planning jurisdiction if the watercraft has or is required to have a marine sanitation device. See reverse side of this application for applicable rules.

Owner/Operator Information

Full Name: _____
 Last First M.I.

Address: _____
 Street Address

City County State Zip Code

Contact Info: (____) _____ (____) _____
 Primary Phone Alternate Phone E-mail Address

Vessel Information

Identifying Info: _____ / _____
 Hull Number Texas Parks and Wildlife Registration No. & Expiration Date

Name of Vessel: _____ Marina Name (☐ NA): _____

Storage Location: _____ Dock No.: _____ Slip No.: _____

Boat Description: _____ Length: _____ / _____
 Manufacturer Model Year Feet Inches

Number of Heads Number of Tanks Total Gallons of Waste Storage

Lakes Used for Boating: (check all that apply) ☐ Lake Austin ☐ Lake Travis ☐ Lady Bird Lake

Marine Sanitation Device Type: ☐ Type 1* ☐ Type 2* ☐ Type 3

*Operating a watercraft on Austin's lakes is not allowed if the watercraft has a marine sanitation device capable of discharging treated or untreated sewage to the water. Type I and Type II MSDs must be secured in accordance with Title 30 of the Code of Federal Regulations, Part 159.

Waste Removal Method Used: ☐ Approved On-Site Sewage Facility ☐ Boat Pump-Out Facility ☐ Liquid Waste Hauler

Waste Removal Facility/Service Info: _____
 Enter Location of Waste Facility Used or Name of Liquid Waste Hauling Company

Texas Clean Water Certification Decal: ☐ Yes ☐ No Expiration Date: _____

Texas Party Boat Operator License: ☐ Yes ☐ No Expiration Date: _____

Appendix 3

I certify that the information provided on this application is true and correct:

Owner or Operator Print Name _____

Owner or Operator Signature _____

Date _____

Office Use Only

Application Info: _____ Application Complete? ☐ Yes ☐ No

Received Date

Inspection Info: _____ Inspection Passed? ☐ Yes ☐ No

Date

Inspector Initials

If inspection failed, describe all violations noted and required corrective actions below:

Permit Info: _____
Permit Number _____ Decal Number _____ Permit Issued Date _____ Permit Expiration Date _____

Please forward the report to:

**City of Austin
Special Services Division
3907 South Industrial Drive, Suite 100
Austin, Texas 78744-1070**

**Phone: (512) 972-1060
Fax: (512) 972-1260
www.austintexas.gov/boatsewage**

Applicable Regulatory Requirements for Excursion Boats

Careful attention must be paid to all applicable requirements of the Austin City Code (to view these regulations in their entirety, go to: www.austintexas.gov/boatsewage), including the following selected sections relating to excursion boats:

- From §6-5-23: "A person may not discharge sewage into the water supply."
- From §6-5-31:
 - (A) A person may not operate a watercraft on the water supply, if the watercraft has a marine sanitation device capable of discharging sewage into the water supply.
 - (B) A person may not operate a watercraft on the water supply, if the watercraft has a marine sanitation device that does not comply with all applicable local, state or federal requirements.
 - (C) A person may not operate a watercraft with one or more sleeping quarters unless the watercraft is equipped with at least one permanently installed marine toilet properly connected to a marine sanitation device.
 - (D) A person may not dispose of the contents of a marine sanitation device by any means other than: (1) discharge into a boat pump-out facility certified and permitted as required under this article; (2) discharge into an adequately-sized on-site sewage facility permitted to receive boat sewage that is in compliance with Chapter 15-5, Article 1 (Regulation of On-Site Sewage Facilities), as applicable, and all applicable local, state, and federal regulations; or (3) collected by a liquid waste hauler that is in compliance with *Chapter 15-5, Article 2 (Liquid Waste Haulers)*, and all applicable local, state, and federal regulations.
- From §6-5-33:
 - (A) A person who operates an excursion boat with a capacity of more than twenty passengers shall have at least one marine sanitation device on the watercraft for passengers unless the excursion boat is used exclusively for cruises lasting no more than one hour that do not include food or alcoholic beverage service.
 - (B) A person who owns or operates an excursion boat with a marine sanitation device who disposes of any sewage or waste derived from sewage by using a liquid waste hauler shall keep and make available for inspection and copying by the director all waste transport and disposal records for at least three years from the date the record is created.
 - (C) A person who owns or operates an excursion boat with a marine sanitation device shall submit periodic reports and records documenting the volumes, dates, and frequency of waste removal and disposal as may be requested by the director.
- From § 6-5-35:
 - (E) A permit is not required for: (1) the owner or operator of a boat pump-out facility that is part of a marina located on or adjacent to Lake Travis that is operating under a permit from the Lower Colorado River Authority; or (2) the owner or operator of an excursion boat operated exclusively on Lake Travis at a marina facility subject to subsection (E)(1), and that is certified as required under Title 30 Texas Administrative Code Chapter 321, Subchapter A (Boat Sewage Disposal).
- From § 6-5-36:
 - (A) A person who violates a provision of this article commits an offense subject to the penalty prescribed by Section 1-1-99 (Offenses; General Penalty).
 - (B) An offense under this article is subject to the fine applicable for an offense that relates to public health and sanitation.
 - (C) Each occurrence of a prohibited act, and each day that an offense continues, is a separate offense.

Lone Star Riverboat Cruises

Lone Star Pump-outs: January 2017-October 2019

2019	2018	2017
22-Mar	7-Mar	27-Feb
2-May	1-Jun	19-Apr
7-Jun	13-Jul	6-Jun
8-Jun	25-Sep	24-Jul
5-Jul	28-Dec	27-Sep
7-Aug		14-Nov
18-Sep		
21-Oct		

Notes:

Lone Star has a 200-gallon capacity holding tank.

As part of contract compliance, Lone Star Riverboat provides PARD with monthly reports, including invoices from their hauler, Sellman Enterprises, Inc. Septic Services, and City of Austin Water Utility manifests for hauled liquid waste. All manifests going back to 2015 are on file.

Manifest / Trip Ticket for Hauled Liquid Waste

Number: 103415

Generator Info	Name: <u>LONE STAR RIVER BOATS</u>		Address: <u>101 S 1ST ST</u>	
	City: <u>AUSTIN</u>	State: <u>TX</u>	Zip Code: <u>78704</u>	Phone: <u>[REDACTED]</u>
	Indicate the waste type (must check one) and, if applicable, the interceptor (or trap) capacity: <input type="checkbox"/> Wastewater Treatment Plant Sludge <input type="checkbox"/> Food Service Grease Interceptor (or Trap) Capacity = _____ (gal.) <input type="checkbox"/> Chemical Toilet <input type="checkbox"/> Septic Tank / Sewage Holding Tank Capacity = _____ (gal.) <input type="checkbox"/> Wastewater from Sanitary Sewer System <input type="checkbox"/> Grit / Mud / Oil / Lint Interceptor (or Trap) Capacity = _____ (gal.) <input type="checkbox"/> Other - Specify Source and Type of Waste: _____			
	Gallons Removed: <u>200</u>		Date Removed: <u>12 28 18</u>	
As the representative for the generator of this waste, I certify that the information provided is true and correct and that this waste is to be transported to a facility authorized by the Texas Commission on Environmental Quality (TCEQ) to receive these wastes.				
Printed Name: <u>[REDACTED]</u>		Signature: <u>[REDACTED]</u>		
Transporter Info	Business Name: <u>SELMAN</u>		Address: <u>454 KELLY SMITH</u>	
	City: <u>BUDA</u>	State: <u>TX</u>	Zip Code: <u>78610</u>	Phone: <u>[REDACTED]</u>
	TCEQ Registration No.: <u>21565</u>		Vehicle License No.: <u>4BXX2639</u>	
	COA Permit No.: <u>73</u>	Gallons Transported: <u>200</u>	Date Relinquished: _____	
As the representative for the transporter of this waste, I certify that the information provided is true and correct; and that this waste was collected in accordance with Title 30 of the Texas Administrative Code, Chapter 312, Subchapter G and the Austin City Code.				
Printed Name: <u>[REDACTED]</u>		Signature: <u>[REDACTED]</u>		
Transfer Info	Note: This section is for documenting transfers of wastes between vehicles operating under the same TCEQ Registration Number. The transfer of waste to any secondary transporter must be at a Type V facility that is either permitted by or registered with the TCEQ.			
	1. Was this waste transferred to the vehicle identified above from a previous transporter vehicle? _____ <input type="checkbox"/> Yes <input type="checkbox"/> No If YES, indicate the previous Manifest / Trip Ticket No. here: _____			
	2. Is this waste being transferred from the vehicle identified above to a different (new) transporter vehicle? _____ <input type="checkbox"/> Yes <input type="checkbox"/> No If YES, complete the section below for the vehicle accepting this waste and initiate a new Manifest / Trip Ticket including the new "Transporter Info" and the original "Generator Info" (duplication of the generator's signature would not be required).			
	New Manifest / Trip Ticket No.: _____		New Vehicle License No.: _____	
	Gallons Transferred: _____		Transfer Date: _____	
	As the representative for the transporter receiving this transferred waste , I certify that the information provided is true and correct.			
Printed Name: _____		Signature: _____		
Receiver Info	Facility Name: _____		Address: _____	
	City: _____	State: _____	Zip Code: _____	Phone: _____
	Check One: <input type="checkbox"/> Disposal Site <input type="checkbox"/> Permitted Transfer Station <input type="checkbox"/> Registered Transfer Station		TCEQ Type I or Type V Permit No.: _____ OR TCEQ Registration No.: _____	
	Gallons Received: _____	Date Received: _____	Time Received: _____	
As the representative for the facility receiving this waste, I certify that: <ul style="list-style-type: none"> The TCEQ has authorized this facility to accept the waste specified under "Generator Info" above; The waste was received by this facility on the date and time indicated; and The waste has been transferred, recycled or disposed of as required by the TCEQ authorization for this facility. 				
Printed Name: _____		Signature: _____		

SAMPLE INVOICE

Appendix 3

SELLMAN ENTERPRISES, INC. SEPTIC SERVICES

Septic Pumping and Repairs

INVOICE # **031330**

DATE: 12/25/18

P.O. BOX 1377, BUDA, TX 78610

AUSTIN
SOUTH 512-445-5489
NORTH 512-837-1199

BUDA
512-312-0002
FAX 512-295-5534



BILL TO:

MICHAEL K PEARCE
5466 7209 5728 4050
MC EXP 11/23 (894)
904 607 8440

LOCATION:

WESTSIDE RIVER HUNT

AUSTIN 78763

TIME IN: 110

TIME OUT: 145

TOTAL TIME:

SOLD BY <u>TF</u>	CASH	CHECK	CHARGE <input checked="" type="checkbox"/>	ON ACCOUNT	P.O. #
DESCRIPTION					AMOUNT
PUMP SEPTIC TANK					<u>225</u>
EXT PUMPING TIME HRS @					
DIGGING TIME HRS @					
EXT GALLONS GAL @					
SYSTEM TYPE CONV. <input type="checkbox"/> LPD <input type="checkbox"/>					
TANK SIZE GAL @					
AEROBIC BRAND					
OTHER					
SERVICE CALL					
PROPER WATER LEVEL () YES () NO					
INLET TEE OK () YES () NO					
OUTLET TEE OK () YES () NO					
TANK DAMAGE () YES () NO					
SYSTEM FAILURE () YES () NO					
COMMENTS <u>200 GAL 40011/206</u>					
SUB TOTAL					<u>225</u>
TAX					<u>18 57</u>
TOTAL					<u>243 57</u>

Thank You

TERMS: Due Upon Receipt

\$25.00 RETURN
CHECK FEE

SIGNATURE: [Signature] I hereby acknowledge and accept satisfactory work as described above.

Appendix 4: Strategic Plan to Increase Concessions: Permits, Concessions and Partnerships FY 2019

Appendix 4

Strategic Plan to Increase Concessions: Permits, Concessions, and Partnerships FY 2019

FACT SHEET

PARD has historically used multiple strategies to attract partnerships and concessions within the park system. These strategies include direct programming by PARD staff, short-term permits (pop-ups), temporary and permanent concessions, and long-term park partnerships that include activation, maintenance and operations, or a combination of these.

PARD staff is currently working on park master plans for metropolitan and district parks that include specific recommendations associated with concessions and partnerships. For instance, the master plan for Walter E. Long Metro Park recommends promoting more concessions associated with water and ecotourism and calls for specific partners to provide funding for a boathouse for possible rowing, canoeing, and kayaking. Also, the John Trevino Jr. Metro Park master plan recommends concessions along the Colorado River.

The master planning for Zilker Metropolitan Park has not yet begun but is expected to recommend a range of activation strategies. These may include a new governance model for operating the park, such as a conservancy to operate multiple concession opportunities identified through the master plan process.

Levels of Park Activators

1. **Direct Programming.** This level includes direct programming offered at a park through PARD staff, such as the Park Ranger program.
2. **Short-Term Activation.** For example, PARD used the 10-Minute Walk Campaign to activate parks that are underdeveloped or have perceived safety concerns. PARD also partnered with Stronger Austin to provide free fitness classes at three neighborhood parks. These pilot programs are for six weeks and are coordinated through PARD's Office of Special Events. These programs include:
 - Providing free use of a loose parts lending kit for partners to use in a park for children's activities.
 - Promoting a neighborhood walking program at underutilized parks.
 - Creating pop-up events that included temporary installations and programming.
3. **Temporary and Permanent Concessions.** Concessions are frequently recommended in specific park master plans to activate the park. PARD solicits Requests for Proposals (RFPs) to attract specific operators or programs in a park. The term for these concessions can be as short as six months or as long as five years. Some examples of this type of concession include Texas Rowing Center and Zilker Park Boat Rentals.

Appendix 4

4. Park Partnerships

- Friends Groups and Adopt-a-Park Groups. These groups include neighborhood associations such as Friends of Mayfield. These partners typically get involved with maintenance of parks and greenbelts.
- Non-profit partners. These partners typically have a citywide focus and provide some level of investment in the park. Partners include Stronger Austin, Keep Austin Beautiful, and Austin Parks Foundation. Examples of events include Movies in the Park.
- Foundations and Conservancies. These non-profit partners conduct fundraising on behalf of a specific park or site. They have long-term relationships with PARD and are interested in developing, maintaining, and operating a park. This type of partners includes The Trail Foundation and Pease Park Conservancy.

Appendix 5: Austin Parks and Recreation Temporary Concessions and Commercial Use Report FY 2019

Appendix 5

Austin Parks and Recreation Temporary Concessions and Commercial Use FY 2019 Report

Temporary Concession Permits and Commercial Use

Temporary concession and commercial use permits are required and issued to applicants for concession needs that benefit an activity or the public at the requested park location. Permits are granted for either single-day or six-month use.

Summary of Revenue for Temporary Concessions

Total Revenue from All Temporary Concessions: \$55,548.70

Concession Permits (six month and single day)

- Revenue: \$24,900.00
- Permits Issued: 97

Commercial Use Permits – Fitness Trainers (six month)

- Revenue: \$17,008.70
- Training Group Attendees: 29,686

Commercial Use Permits – Performing Artist (single day)

- Revenue: \$860.00
- Permits Issued: 86

Commercial Use Permits – Group Tour Operators (six month)

- Revenue: \$7,000.00
- Permits Issued: 5

Walsh Boat Landing

- Revenue: \$5,780.00
- Launch Permit Fees and Concession Permit

Temporary Concession Permits – six month and single day

Revenue: \$24,900.00

- Concession permits are issued for commercial activity (e.g., food and beverage, vending, merchandise sales) in the park system. Six-month and single-day permits are available on a rolling basis for concessions that serve a park purpose.

Park Area	Vendor
Bartholomew Park Garrison Park Heath Eiland & Morgan Moss BMX Park Dittmar Recreation Center Krieg Athletic Fields	Kona Ice
Edward Rendon Sr. Metro	Body Spec

Appendix 5

Krieg Athletic Fields	
Circle C Metro Park Dick Nichols District	Cannone
Walter E. Long Metro Park	Eastside Paddle
Walnut Creek Metro Park	Fresh Paws
Edward Rendon Sr. Metro	Mobile Bicycle Shop
Sand Beach Park	Mod Bikes
Emma Long Metro Park	Snow White Ice Cream
Rowing Dock	Top G Snow Cones
Dougherty Art Center	Various Artists

Commercial Use – Fitness Instructors and Training Classes

Revenue: \$17,008.70

- Commercial use permits are issued for training classes and exercise groups in the park system for two permit terms: January–June and July–December.

January 2019–June 2019

Park Area	Vendor
Various Parks	14 different fitness groups

July 2019–December 2019

Park Area	Vendor
Various Parks	16 different fitness groups

Performing Artists – Balloon Artist and Face Painting

Revenue: \$860.00

- Performing artists are permitted to entertain in the parks using single-day permits.

Park Area	Vendor
Zilker Playscape Area	Zippy the Clown
Zilker Playscape Area	Scarlett's Balloon and Face Painting

Walsh Boat Landing

Revenue: \$5,780.00

- Permitted vessels may use the boat dock and ramp for commercial activity. Permits are based on a six-month concession permit and a launch fee.
- Walsh Boat Landing has been closed for construction since September 23, 2019. Construction is expected to last about six months.

Park Area	Vendor
Walsh Boat Landing	Austin Party Cruises
Walsh Boat Landing	Austin Duck Adventures

Appendix 5

In-Development Concessions and Commercial Use

Progress of 2019 Goals:

Promote concession availability at approved park spaces

- Special Events website is used for general promotion of concessionaires and fielding inquiries.

Continue to expand list of park spaces available to temporary concessions

- Concession activity is expanded as park spaces are requested by potential vendors. New activities are then tested on trial basis.

New Revenue--Group Tours Pilot Project

Revenue: \$ 7,000.00

- The Parks and Recreation Department's goal is to authorize tour concession permits, initially through a pilot program and later potentially through a competitive process, while establishing orderly and sustainable processes. This process must promote and enhance park experiences for all park users and afford the Department the opportunity to collect data, such as number of tours and participants, as a method to determine volume and impact.
- The Department is testing operations for land-based group tour operators that would like to offer tours on parkland using human-powered bicycles or electric vehicles (scooters or e-bikes), with an ability to disable the electric assist. Permits are based on two permit terms: January–June and July–December.
- Initial 6 months: January–June 2019 – 3 companies applied
 - Barton Springs Bike Rental and Tours – active
 - Mebane Bike Tours (Fat Tire Tours) – did not become active
 - Austin Bike Tours and Rentals – active
 - Total attendees: 2,361
 - Logged complaints from public: 0

January 2019 – June 2019

Park Area	Vendor
Ann and Roy Butler Hike and Bike Trail and Directly Adjacent Parks	Barton Springs Bike Rental
Ann and Roy Butler Hike and Bike Trail and Directly Adjacent Parks	Mebane Tours – Fat Tire Tours
Ann and Roy Butler Hike and Bike Trail and Directly Adjacent Parks	Austin Bike Tours and Rentals

July 2019 – December 2019

Park Area	Vendor
Ann and Roy Butler Hike and Bike Trail and Directly Adjacent Parks	Barton Springs Bike Rental
Ann and Roy Butler Hike and Bike Trail and Directly Adjacent Parks	Mike's Bikes and Tours

Appendix 5

Targeted Concessions

- Revenue: Included in six-month and single-day permits
- Invited mobile food vendors to apply for spaces in downtown area parks with high pedestrian traffic through a Request for Applications (RFA) process. Thirty-three applications were received for eight available permits.

Park Area	Vendor
Zilker Café area	Southside Flying Pizza
Zilker Café area	mmmpanadas
Barton Springs Southside	Jim Jim's
Volleyball Courts	Austin Scoops
Vic Mathias Shores *	Kona Ice
Deep Eddy Municipal Pool	Jim Jim's
Sand Beach Park	Mom and Pop's All-Natural Frozen Pops
Pan Am Recreation Center	Chick-Fil-A

*Food and beverage concessions have struggled at the Vic Mathias Shores location – PARD is currently testing other ventures that serve a distinct park purpose.